| | | | Contract # | 4918329 |) | | | | | | Date Ent | ered (| 7/13/21 | | Washingto | - | - | |
|---|--|---|---|--|---------|-------|-----------------------|-------------|-------|--------|-------------|--|---|---|---|---------|-------|---|
| | | | Schedule Dates | 07/14/21-07/20 | /21 | | | | | L | ast Mod | dified (| 7/13/21 | | By Broadcas | t Month | Spots | Rate |
| | WJ | LA | Advertiser | Glenn Youngkin | for VA | Gov | ernor- | R (140 | 0580) |) E | ntered | Ву А | lexa Schram | | Jul. 2021 | = | 85 | \$112,250.00 |
| 6 | | 00 Wilson Blvd, 6th Floor | Agency | Smart Media Gr | oup-Ale | exan | dria (6 | 613) | | c | O-OP | 1 | lo | | Grand Total: | | 85 | \$112,250.00 |
| G. | Arli | ngton, VA 22209 | Product | POLITICAL CAN | IDIDATI | E (ns | s) (118 |) (6) | | E | xternal | # | | | | | | |
| | | | Brand | YKIN/ORDR/714 | | • | , , | -, | | | Demo | | | | | | | |
| WJI | A-TV WASHINGTON, DC | | Salesperson | HOUSE-WASHIN | • | | • | Δ/F1L | ۷ (38 | 260) C | Order Ty | pe | Normal | | | | | |
| | | | Sales Office | WJLA/GJLA/EJL | | , **5 | L 1, 031 | -ry | л (эс | | ackage | Deal | | | | | | |
| Sma | rt Media Group-Alexandria | <u> </u> | | • • | A | | | | | c | Commiss | sion % | 5.00 | | | | | |
| | Leslie Ave | " | Buyer Name Phone/Fax | Berg,Fran | | | | | | c | Commiss | sion (| 16,837.50 | | | | | |
| Ste 1 | | | • | / | | | | | | | Net Tota | | • | | | | | |
| | andria, VA 22301 | | CPE | 714720 | | | | | | | Sales Ta | · | 95,412.50 | | | | | |
| | , | | Account Types | Local/Political C | | te Ag | gency | BRD | | - | Jaies I a | ^ | | | | | | |
| | | | Billing Type | Weekly/Irregula | ar | | | | | | | | | | | | | |
| | | | Comments | EST 0714-0720 | | | | | | | | | | | | | | |
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| Line | Line Type / Break Type (Re | ef #) Dates | Sec Length | Run Times | SPW N | Mo | Tu W | e Th | Fr | Sa Su | Spots | Rate | Total | | Station | | Comme | nts Entered |
| | Line Type / Break Type (Re Normal Line / SPOT | of #) Dates 07/14/21-07/16/21 | | Run Times ive with Kelly | SPW N | Мо | | e Th | | Sa Su | Spots 3 | Rate \$300. | | Washingto | | | Comme | nts Entered 7/13/21 |
| 1.0 | 77 | | 2 :30 9A- Li | | | Mo 1 | 1 | | | Sa Su | · | | 900.00 | Washingto Washingto | n (WJLA) | | Comme | 1 |
| 1.0 | Normal Line / SPOT | 07/14/21-07/16/21 | 2 :30 9A- Li | ive with Kelly | | | 1 | | | Sa Su | 3 | \$300. | \$900.00 \$600.00 | - | n (WJLA) n (WJLA) | | Comme | 7/13/21 |
| 1.0 2.0 3.0 | Normal Line / SPOT Normal Line / SPOT | 07/14/21-07/16/21 07/19/21-07/20/21 | 2 :30 9A- Li 2 :30 9A- Li 2 :30 10:58 2 :30 11:59: | ive with Kelly | | | 1 1 | 1 | 1 | Sa Su | 3 | \$300. \$300. | \$900.00 \$600.00 \$900.00 | Washingto | n (WJLA) n (WJLA) n (WJLA) | | Comme | 7/13/21 7/13/21 |
| 1.0 2.0 3.0 4.0 | Normal Line / SPOT Normal Line / SPOT Normal Line / SPOT | 07/14/21-07/16/21 07/19/21-07/20/21 07/14/21-07/15/21 | 2 :30 9A- Li 2 :30 9A- Li 2 :30 10:58 2 :30 11:59: YOUR 2 :30 11:59: | ive with Kelly ive with Kelly :25A- ABC-The View :56A- News-7News ON : SIDE at Noon :56A- News-7News ON | | 1 | 1 1 | 1 | 1 | Sa Su | 3 | \$300. \$300. \$450. | \$900.00 \$600.00 \$600.00 \$900.00 \$1,200.00 | Washingto | n (WJLA) n (WJLA) n (WJLA) n (WJLA) | | Comme | 7/13/21 7/13/21 7/13/21 |
| 1.0 2.0 3.0 4.0 5.0 | Normal Line / SPOT Normal Line / SPOT Normal Line / SPOT Normal Line / SPOT | 07/14/21-07/16/21 07/19/21-07/20/21 07/14/21-07/15/21 07/14/21-07/16/21 | 2 :30 9A- Li 2 :30 9A- Li 2 :30 10:58: 2 :30 11:59: YOUR 2 :30 11:59: YOUR 2 :30 6:58A- | ive with Kelly ive with Kelly ::25A- ABC-The View ::56A- News-7News ON :SIDE at Noon ::56A- News-7News ON :SIDE at Noon ABC-Good Morning | | 1 | 1 1 1 1 | 1 | 1 | Sa Su | 3 | \$300. \$300. \$450. \$400. | \$900.00 \$900.00 \$600.00 \$600.00 \$900.00 \$1,200.00 \$1,200.00 | Washingto Washingto Washingto | n (WJLA) n (WJLA) n (WJLA) n (WJLA) n (WJLA) | | Comme | 7/13/21 7/13/21 7/13/21 7/13/21 |
| 1.0 2.0 3.0 4.0 5.0 | Normal Line / SPOT | 07/14/21-07/16/21 07/19/21-07/20/21 07/14/21-07/15/21 07/14/21-07/16/21 07/19/21-07/20/21 | 2 :30 9A- Lir 2 :30 9A- Lir 2 :30 10:58 2 :30 11:59: YOUR 2 :30 11:59: YOUR 2 :30 6:58A Americ 2 :30 6:58A | ive with Kelly ive with Kelly i:25A- ABC-The View ::56A- News-7News ON :SIDE at Noon ::56A- News-7News ON :SIDE at Noon - ABC-Good Morning ca | | 1 | 1 1 1 1 2 | 1 | 1 | Sa Su | 3 | \$300. \$300. \$450. \$400. | \$900.00 \$900.00 \$000.00 \$000.00 \$900.00 \$000.00 \$1,200.00 \$1,200.00 \$300.00 \$1,200.00 | Washingto Washingto Washingto Washingto | n (WJLA) n (WJLA) n (WJLA) n (WJLA) n (WJLA) n (WJLA) | | Comme | 7/13/21 7/13/21 7/13/21 7/13/21 7/13/21 |
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| 1.0 2.0 3.0 4.0 5.0 6.0 7.0 | Normal Line / SPOT | 07/14/21-07/16/21 07/19/21-07/20/21 07/14/21-07/15/21 07/14/21-07/16/21 07/19/21-07/20/21 07/19/21-07/19/21 07/14/21-07/16/21 | 2 :30 9A- Lir 2 :30 9A- Lir 2 :30 10:58 2 :30 11:59: YOUR 2 :30 11:59: YOUR 2 :30 6:58A Americ 2 :30 6:58A Americ 2 :30 3:01P- Show | ive with Kelly ive with Kelly i:25A- ABC-The View ::56A- News-7News ON :SIDE at Noon ::56A- News-7News ON :SIDE at Noon ABC-Good Morning ica ABC-Good Morning ica The Drew Barrymore | | 1 | 1 1 1 2 | 1 1 1 1 1 1 | 1 | Sa Su | 3 2 2 3 3 3 | \$300. \$300. \$450. \$400. \$400. \$300. | \$900.00 \$900.00 \$000.00 \$000.00 \$1,200.00 \$1,200.00 \$00 \$300.00 \$00 \$250.00 \$00 \$250.00 | Washingto Washingto Washingto Washingto Washingto Washingto Washingto | n (WJLA) | | Comme | 7/13/21 7/13/21 7/13/21 7/13/21 7/13/21 7/13/21 7/13/21 |

CONFIRMATION CONTRACT

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

B/E Bookend P/B Piggy Back

Accepted-Agency/Advertiser:

Printed At: 03:52 PM on Tuesday, July 13 2021



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

4918329 Contract

Schedule Dates 07/14/21-07/20/21

Advertiser Glenn Youngkin for VA Governor-R (140580) Agency Smart Media Group-Alexandria (6613) POLITICAL CANDIDATE (ns) (1186)

Product Brand YKIN/ORDR/714720 (1587942)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Sales Office WJLA/GJLA/EJLA

Berg,Fran **Buyer Name** Phone/Fax CPE 714720

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular Comments EST 0714-0720

Date Entered 07/13/21 **Last Modified**

07/13/21 Alexa Schram **Entered By**

No CO-OP External #

Demo

Order Type Normal

Package Deal

Commission % 15.00 Commission \$16,837.50

\$95,412.50

Net Total Sales Tax Washington (WJLA) By Broadcast Month Spots <u>Rate</u> Jul. 2021 85 \$112,250.00 Grand Total: 85 \$112,250.00

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Мо | Tu | We | Th | Fr Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|--|-----|----|----|----|----|-------|----|-------|----------|------------|-------------------|----------|---------|
| 11.0 | Normal Line / SPOT | 07/19/21-07/20/21 | 2 | :30 | 5:58:15A- News-7News ON YOUR SIDE at 6AM | | 1 | 1 | | | | | 2 | \$400.00 | \$800.00 | Washington (WJLA) | | 7/13/21 |
| 12.0 | Normal Line / SPOT | 07/14/21-07/16/21 | 2 | :30 | 6:58A- ABC-Good Morning America | | | | 2 | 2 | 2 | | 6 | \$800.00 | \$4,800.00 | Washington (WJLA) | | 7/13/21 |
| 13.0 | Normal Line / SPOT | 07/19/21-07/20/21 | 2 | :30 | 6:58A- ABC-Good Morning America | | 2 | 2 | | | | | 4 | \$800.00 | \$3,200.00 | Washington (WJLA) | | 7/13/21 |
| 14.0 | Normal Line / SPOT | 07/17/21-07/17/21 | 2 | :30 | 9A- ABC-Good Morning America Saturday 2 | | | | | | 1 | | 1 | \$350.00 | \$350.00 | Washington (WJLA) | | 7/13/21 |
| 15.0 | Normal Line / SPOT | 07/18/21-07/18/21 | 2 | :30 | 7:58:40A- ABC-Good Morning America Sunday | | | | | | | 1 | 1 | \$400.00 | \$400.00 | Washington (WJLA) | | 7/13/21 |
| 16.0 | Normal Line / SPOT | 07/14/21-07/16/21 | 2 | :30 | 3:59:27P- News-7News ON YOUR SIDE at 4PM | | | | 1 | 1 | 1 | | 3 | \$300.00 | \$900.00 | Washington (WJLA) | | 7/13/21 |
| 17.0 | Normal Line / SPOT | 07/19/21-07/20/21 | 2 | :30 | 3:59:27P- News-7News ON YOUR SIDE at 4PM | | 1 | 1 | | | | | 2 | \$300.00 | \$600.00 | Washington (WJLA) | | 7/13/21 |
| 18.0 | Normal Line / SPOT | 07/14/21-07/16/21 | 2 | :30 | 4:59:30P- News-7News ON YOUR SIDE at 5PM | | | | 2 | 2 | 2 | | 6 | \$450.00 | \$2,700.00 | Washington (WJLA) | | 7/13/21 |
| 19.0 | Normal Line / SPOT | 07/19/21-07/20/21 | 2 | :30 | 4:59:30P- News-7News ON YOUR SIDE at 5PM | | 2 | 2 | | | | | 4 | \$450.00 | \$1,800.00 | Washington (WJLA) | | 7/13/21 |
| | | | | | | | | | | | | | | | | | | |

| | | CONFIRMATION CONTRACT | Τ | |
|-----------------------------|-------|-----------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
| | | | | |

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

B/E Bookend P/B Piggy Back

Printed At: 03:52 PM on Tuesday, July 13 2021



WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Smart Media Group-Alexandria 1427 Leslie Ave Ste 100 Alexandria, VA 22301

Contract # 4918329

Schedule Dates 07/14/21-07/20/21

Advertiser Glenn Youngkin for

AdvertiserGlenn Youngkin for VA Governor-R (140580)AgencySmart Media Group-Alexandria (6613)ProductPOLITICAL CANDIDATE (ns) (1186)

Brand YKIN/ORDR/714720 (1587942)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA

Sales Office WJLA/GJLA/EJLA

Buyer Name Berg,Fran

Phone/Fax /

CPE 714720
Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular
Comments EST 0714-0720

 Date Entered
 07/13/21

 Last Modified
 07/13/21

Entered By Alexa Schram
CO-OP No

CO-OP NO External #

Order Type Normal

Package Deal

Demo

 Commission %
 15.00

 Commission
 \$16,837.50

 Net Total
 \$95,412.50

Comments:

Date:

Sales Tax

| Washington (WJLA | () | |
|--------------------|--------------|--------------|
| By Broadcast Month | Spots | <u>Rate</u> |
| Jul. 2021 | 85 | \$112,250.00 |
| Grand Total: | 85 | \$112,250.00 |
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| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Мо | Tu | We | Th | Fr | Sa Su | Spots | Rate | Total | Station | Comments | Entere |
|------|--------------------------------|-------------------|-----|--------|---|-----|----|----|----|----|----|-------|-------|------------|-------------|-------------------|----------|---------|
| 20.0 | lormal Line / SPOT | 07/14/21-07/16/21 | 2 | : :3 | 0 5:59:26P- News-7News ON YOUR SIDE at 6PM | | | | 2 | 2 | 2 | | 6 | \$750.00 | \$4,500.00 | Washington (WJLA) | | 7/13/21 |
| 21.0 | lormal Line / SPOT | 07/19/21-07/20/21 | 2 | : :3 | 0 5:59:26P- News-7News ON YOUR SIDE at 6PM | | 2 | 2 | | | | | 4 | \$750.00 | \$3,000.00 | Washington (WJLA) | | 7/13/21 |
| 22.0 | lormal Line / SPOT | 07/17/21-07/17/21 | 2 | : :3 | 0 6P- News-7News ON YOUR SIDE Weekend at 6PM | | | | | | | 1 | 1 | \$400.00 | \$400.00 | Washington (WJLA) | | 7/13/21 |
| 23.0 | lormal Line / SPOT | 07/18/21-07/18/21 | 2 | : :3 | 0 6:30P- News-7News ON YOUR SIDE Weekend at 630PM | | | | | | | 1 | 1 | \$400.00 | \$400.00 | Washington (WJLA) | | 7/13/21 |
| 24.0 | lormal Line / Access | 07/14/21-07/16/21 | 2 | :3 | 0 6:58:46P- Wheel Of Fortune | | | | 1 | 1 | 1 | | 3 | \$1,800.00 | \$5,400.00 | Washington (WJLA) | | 7/13/21 |
| 25.0 | Normal Line / Access | 07/19/21-07/20/21 | 2 | :3 | 0 6:58:46P- Wheel Of Fortune | | 1 | 2 | | | | | 3 | \$1,800.00 | \$5,400.00 | Washington (WJLA) | | 7/13/21 |
| 26.0 | lormal Line / Access | 07/14/21-07/16/21 | 2 | :3 | 0 7:29:26P- Jeopardy | | | | 2 | 1 | 2 | | 5 | \$2,800.00 | \$14,000.00 | Washington (WJLA) | | 7/13/21 |
| 27.0 | lormal Line / Access | 07/19/21-07/20/21 | 2 | :3 | 0 7:29:26P- Jeopardy | | 2 | 1 | | | | | 3 | \$2,800.00 | \$8,400.00 | Washington (WJLA) | | 7/13/21 |
| 28.0 | lormal Line / Prime | 07/15/21-07/15/21 | 2 | :3 | 0 7:57:56P- ABC-When Nature Calls (Thursday) | | | | | 1 | | | 1 | \$2,000.00 | \$2,000.00 | Washington (WJLA) | | 7/13/21 |
| 29.0 | lormal Line / Prime | 07/15/21-07/15/21 | 2 | :3 | 0 9P- ABC-Holey Moley (Thursday) | | | _ | | 2 | | | 2 | \$3,500.00 | \$7,000.00 | Washington (WJLA) | | 7/13/21 |

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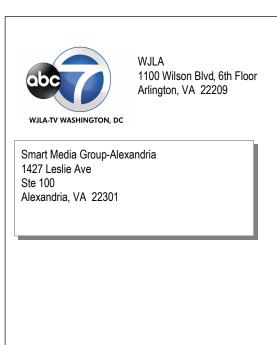
Accepted-Station:

Date:

B/E Bookend P/B Piggy Back

Accepted-Agency/Advertiser:

Printed At: 03:52 PM on Tuesday, July 13 2021



Billing Type

Comments

Weekly/Irregular

EST 0714-0720

| Contract # | 4918329 | Date Entered | 07/13/21 |
|----------------|---|---------------|--------------|
| Schedule Dates | 07/14/21-07/20/21 | Last Modified | 07/13/21 |
| Advertiser | Glenn Youngkin for VA Governor-R (140580) | Entered By | Alexa Schram |
| Agency | Smart Media Group-Alexandria (6613) | CO-OP | No |
| Product | POLITICAL CANDIDATE (ns) (1186) | External # | |
| Brand | YKIN/ORDR/714720 (1587942) | Demo | |
| Salesperson | HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) | Order Type | Normal |
| Sales Office | WJLA/GJLA/EJLA | Package Deal | |
| Buyer Name | Berg,Fran | Commission % | 15.00 |
| Phone/Fax | / | Commission | \$16,837.50 |
| СРЕ | 714720 | Net Total | \$95,412.50 |
| Account Types | Local/Political Candidate Agency BRD | Sales Tax | |

| Washington (WJLA | 1) | |
|--------------------|--------------|--------------|
| By Broadcast Month | Spots | <u>Rat</u> |
| Jul. 2021 | 85 | \$112,250.00 |
| Grand Total: | 85 | \$112,250.00 |
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| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Мо | Tu | We : | Th F | Fr Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|----------|--------------------------------|-------------------|-----|--------|---|--------|-----|-----|------|------|-------|----|-------|-------------|-------------|-------------------|----------|---------|
| 30.0 | Normal Line / Prime | 07/18/21-07/18/21 | 2 | | 6:58P- ABC-Americas Funniest Home Videos (Sunday) | | | | | | | 1 | 1 | \$2,000.00 | \$2,000.00 | Washington (WJLA) | | 7/13/21 |
| 31.0 | Normal Line / Prime | 07/18/21-07/18/21 | 2 | | 8P- ABC-Celebrity Family Feud (Sunday) | | | | | | | 1 | 1 | \$2,500.00 | \$2,500.00 | Washington (WJLA) | | 7/13/21 |
| 32.0 | Normal Line / Prime | 07/18/21-07/18/21 | 2 | :30 | 9P- ABC-The Chase (Sunday) | | | | | | | 1 | 1 | \$2,000.00 | \$2,000.00 | Washington (WJLA) | | 7/13/21 |
| 33.0 | Normal Line / Basketball | 07/17/21-07/17/21 | 2 | :30 | 8:29P- Sports-ABC NBA | | | | | | 2 | | 2 | \$16,000.00 | \$32,000.00 | Washington (WJLA) | Game 5 | 7/13/21 |
| | | | | | | | | | | | | | | | | | | |
| | | | | | CON | FIF | RMA | AΤΙ | ON | 1 C | ON | TF | RAC | Т | | | | |
| Accepted | Agency/Advertiser: | | | Date: | Accepted-Sta | ation: | | | | | | | | Date: | Comments: | | | |

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